



MARY ELLEN.

Mary Ellen's mother died when she was a baby, and her father, who went on a long sea voyage, took his little girl to live with his two sisters, who were maiden ladies and lived in the country. Aunt Susan and Aunt Hannah loved Mary Ellen very dearly, but they were not used to children, and when Mary Ellen was old enough to wear pretty dresses, they could not understand why a girl should wear long sleeves and buttons in the back was not the proper thing for her to wear to school, and they thought her hair braided and tied at the very end much more sensible than having it in curls around her shoulders.

Mary Ellen had black eyes, and sometimes they would flash with anger because her aunts dressed her in such a quaint style. This summer, however, they had bought pretty colored material for her dresses, and the aprons were laid aside. She also had a pair of tan shoes and stockings to match. Mary Ellen wore them on every possible occasion, but her aunts called them her "best," and she did not often escape their watchful eyes. The Sunday school picnic was to take place soon, and Mary Ellen wished to wear her tan shoes and stockings, but a few days before the picnic she heard her Aunt Hannah tell Aunt Susan that "Mary Ellen must wear her black shoes to the picnic, for she will spoil her tan ones on the stones and briars."

Now, Mary Ellen knew when her Aunt Hannah said a thing must be done there was no use asking to do anything different, so she did not make any complaint, but the day before the picnic, when her aunts were in the front of the house, she went out the back door with something folded in her skirt. She walked down the road a short distance to an old hollow tree, then she stopped and looked around. There was no one in sight, and she took from her folded skirt the tan shoes and stockings and put them in the opening. The next morning her Aunt Hannah gave her a basket of lunch, and Mary Ellen started for the picnic.

"I am surprised that Mary Ellen did not put on her tan shoes," said Hannah. "I expected to have a time with her getting her to wear her old ones." "Perhaps she thought they would be spotted in the woods," said Susan.



She Took Them Out and Sat Down.

"She is getting to be real careful of her clothes, I think."

Meanwhile Mary Ellen had reached the tree where the tan shoes were hidden, she took them out and sat down. Then she took off the black shoes and stockings and put on the tan. The black ones she put in the tree, and continued on her way to the picnic.

When Mary Ellen was out of sight a tramp who had been watching her came out of the woods. He went to the tree, took out the shoes and stockings and put them in his pocket, and the first place he came to he sold them. But Mary Ellen was unconscious of all this and was soon with her friends at the picnic grounds. She had a nice day, and not until she left the girls at the village did she think about deceiving her aunts, then her conscience began to say: "Mary Ellen, you did wrong and you know it. You have deceived your aunts and it is just the same as telling a wrong story. You better tell them as soon as you reach home. You will not be comfortable until you do."

Mary Ellen tried to still the little voice by saying: "Well, they might have let me wear the shoes, they might not hurt them." But the voice said: "Look at the scratches on them." Mary Ellen rubbed her hands over the shoes but it did not take off the scratches, and on the toe of one a little piece of leather had been cut by a sharp stone.

By this time she had reached the low tree. She set down her basket and reached into the tree. Her eyes grew big with surprise, and she looked frightened. The shoes and stockings were not there. She felt again, but could not find them. What should she do? The tears came to her eyes, and then the little voice again spoke to her. "Tell your aunts at once," it said. She picked up her basket and started for home.

Mary Ellen went into the room where her aunts were sitting, and went up to her Aunt Hannah. "Aunt Hannah," she said, "I have been a very wicked girl. Both aunts looked very much surprised, but Mary Ellen kept on with her story, and told them everything about the shoes, and that before she found that the shoes were gone from the tree she had been troubled because she had deceived them. "I will work every day weeding the garden," she said, "until I have earned enough money to buy another pair of shoes."

The Ultimate Economy. A teacher who is fond of putting the class through natural history examinations, is often surprised by their mental agility. He recently asked them to tell him "What animal is satisfied with the least nourishment?"

"The moth!" one of them shouted, confidently. "It eats nothing but holes."

Ede Seeks to Know. Five-year-old Ede was walking with her mother one day, and, finding it difficult to keep up, she said: "Mamma, are you a stompother?"

"No, dear," was the reply. "What made you think I was?"

"Because you take such awful long steps," replied Ede.

Building a Reputation. Saying what you are going to do doesn't count for anything. If there is something you can do and do well, and you keep doing it, people will begin to take notice after a while. This is the way men build up a reputation.

shoes. You need not have the boy come again this summer," and then she sat down and cried.

Her aunts knew she was truly repentant when she offered to weed the garden, for it was work that she very much disliked, and they felt that it would be a severe punishment, but they told her how wrong it was to deceive them, and Mary Ellen promised never to do so again. Aunt Hannah took the tongs and poked up the tree as well as down, but the black shoes and stockings could not be found, and what became of them always remained a mystery.

NOVEL "STUNT" FOR A PARTY  
Apples Hollowed Out and Filled With Candy—Scout Tent Keeps Popcorn Nice and Hot.

One of the illustrations shows you a nice little apple "stunt" for a young people's party on a winter's night. See the illustration.



Surprise Candy Box.

lect some nice, firm, rosy apples and cut off the tops. Remove the inside of the apples, scraping as much of the skin as possible, but letting the fruit keep its shape. Fill these apple boxes with any kind of candies. Put the lids on and place the apples on plates before your guests. Some may attempt to cut the apples with knives; in that case the lid will spring off and disclose the candies; others will take a good bite and the result will be quite as funny.

The other illustration shows a miniature Scout tent which can keep a dish of popcorn nice and hot. It is made of a long baton with some stiff wire paper, and a little colored flag flying above. The tent fits over the plate. The pin holds it in place while the popcorn can be eaten from the opening in front.



Boy Scout Tent.

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STUDY FOR SCHOOL CHILDREN  
Traveling Museum With Illustrative Material Is Used by St. Louis School Authorities.

A traveling museum that goes to the public schools with illustrative material at the time it is needed is successfully used by the St. Louis (Mo.) schools, according to a bulletin issued by the United States bureau of education.

The traveling museum has 7,000 individual and duplicate collections, 4,000 lantern slides, 8,000 stereoscopic views, and 2,000 colored charts and photographs. The school authorities make a point of the fact that there is nothing in the traveling museum which cannot be used in direct connection with the work of the schools. It contains no curiosities nor abnormalities—no freaks of nature.

The main purpose of the museum is to bring facts home to the pupils as realistically as possible. Thus by means of the cotton exhibit the children are taken to the cotton fields, where they study the plan of the method of preparing the soil, the harvesting; to the cotton gin, where the seed is separated from the lint; to the market, to see the baling and shipping; to the cotton factories, where the lint is spun and woven into fabrics and to the refineries, to learn how cottonseed oil, oil cake, cottonseed and soap are made.

ADVANTAGES OF FARM YOUTH  
Real Country-Bred Boy Realizes That Slightly Greater Value of Home Training—Does Work Well.

The boy reared on the farm, who has acquired the farming art by doing everything that has to be done on the farm, and who knows how to do it so well that it almost does itself, has a great advantage over the boy who at college has to learn the art as well as the science. It would be a good thing for every town-raised boy who attends an agricultural college to hire out for two years to a good farmer. Experience will teach him things that will be of inestimable value to him, says Walter Palmer, a graduate in an example. One of the "city men" graduates was hard at work recently milking a cow while his farm-educated friend easily milked three. When he was told to put a harness on a horse, he was not able to tell the farmer the bridge nor the way to a collar from its bottom. He did not know what a trace was, nor its office; and hold-back straps were merely leathers that had to be wound up out of the way somehow. The real country-bred boy realizes but slightly the great value of his own home training.

A Sad Omission. Dorothy was so homesick at her first party that the hostess' mother suggested that it would be better for her to go home. Dorothy gladly accepted the idea, but a few minutes later, answering a timid knock at the door, the hostess' mother found Dorothy bathed in tears.

"Well, Dorothy, I am glad to see you again. Did you decide to come back?"

"No, m'm, I did not. I say I had such a nice time!"—Christian Register.

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"Because you take such awful long steps," replied Ede.

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Prevailing Styles in Furs  
Looking through the displays of the furs, for styles in neckpieces and muffs which are representative of the season, one concludes that fur sets, to be alluring, need not run after strange gods of fashion. For in neckwear the flat scarf or muffler of fur, or the pelt of the animal, lined and provided with a fastening, or the short high collar, seem to about cover the variety of the best sellers.

In muffs there is somewhat greater diversity, but the moderately large, almost round muff, the smaller round muff and the barrel-shaped model include the majority of all. They sometimes are finished with tails, but often without, and they are smaller than narrow capes or collarettes, and there are wide cravats of fur which entwine the neck with one end slipped under a slide made of the fur and extending over the shoulder to the back. It is the fad to fasten these neckpieces, and others, at the back. Even the scarf with long ends is worn muffler fashion, with a knot at the left back and ends hanging over the shoulder and floating behind. To be muffled up in the furpiece, be it ever so small, is the effect to strive for.

As neckpieces and muffs are small and only a touch of fur is needed on the hat to match these sets are beautifully adapted to the tailored suit. Seal, squirrel, chinchilla, kolinsky, cony and beaver are liked for them, and very attractive sets are made of several fur-fabrics. The latter are not at all difficult to make at home, and so inexpensive that one may indulge in an extra set for the sake of change or to spare the set made of real fur.

Gilt Is Popular.  
Gowns are trimmed with gilt, and evening wraps are sometimes literally sprayed with it. The new silks of the season are chiefly glorious metal brocade, silks interwoven with gold, silver or iridescent metal threads. These metal brocade silks are used alone or in combination with other silks, as one prefers.

Gilt braids will be used in limited quantity upon suits displaying military tendencies. In short, the dress season is a glittering one.

Blank Advertising Agency.  
Yes, it was a great scheme. I expected to swamp the country with sugared editorials and splendid notices about the mail order business, cheerfully anticipated that I would put the country merchants out of business. I even went so far as to figure out a plan for taking advantage of the conditions of business depression that would inevitably follow such a sweeping fall in values and considered the organization of some sort of a land trust to buy up the richest farms and most desirable town property in the communities where the policy would work out the quickest. I was becoming a multi-millionaire without delay.

But I experienced the most astonishing disappointment of my life. The plan, so well considered, so carefully planned, so craftily laid out, was an absolute fizzle.

Why? It was the perversity of the newspaper editor. He would not be bought, he would not be bribed, he would not be cajoled or threatened.

In reading the preceding letter you have noted the "bunk" and the jollifying, followed by the appeal to his business instincts and then the covert threat about the postal laws. Yes, the plan was well laid.

But who can delve into the soul of the man who will spend his days and nights in running a country newspaper in a community that will not give adequate support? Who can fathom the motives of a man who hustles all the time to boost his home town, but who has difficulty at times in collecting the subscriptions to his paper and who falls to obtain more than a grudgingly cony and, of course, the merchants in his town?

I could not understand it. I believed that every newspaper editor would be overjoyed to receive real money to the amount of many dollars weekly, but also the most delightful of jewelry's art, so slightly are the beads strung together. For instance, an ornament of steel may be finished with a steel tassel which has hardly more weight than one of silk. These ornaments are especially pretty combined with fur or used to catch up the flaring brim of the hat.

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New silk gloves for wear with long-sleeved coats and frocks have tiny frills in contrasting color at the top, the little frill running down the wrist, which fastens with snaps. White gloves have navy blue or black frills on the wrists, and navy blue gloves have white frills on the wrists. The frills on these new gloves are made of the woven silk fabric of the glove plaited in the tiniest of side plaits.

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Confessions of a Mail Order Man  
By Mr. M. O. X.  
Revelations by One Whose Experience in the Business Covers a Range From Office Boy to General Manager

FAIL TO SUBSIDIZE THE COUNTRY EDITOR.

In waging a campaign for increased mail order business I wanted the country press on my side. I wanted to get more kind words into the columns of the small newspapers and country weeklies because I realized then, as I do now, the power of the country press and the great value it possesses to present a claim for preference before the people of the community.

I outlined a plan to whip the country newspapers into line and arrange for them to carry my advertising matter as well as to persuade them to give me free reading notices and editorials, telling what a great help and comfort the mail order houses were to the people of the country.

It was nothing more nor less than bribery. I believed that I could get the editors of the country newspapers to be false to their home interests and foster ours, for a price. I had the money to pay them and I thought lots of dollars could do the work easily and readily.

I worked months over that campaign. I prepared an electrolytic advertisement in which I advised the country mail order medium and urged the readers of each newspaper to send into the big cities for the catalogue. I prepared sheets of "press notices" and editorials, with elaborate and plain instructions for their use. I was going to convert the people of the whole country to mail order buying.

I expected to spend thousands of dollars during the course of the next few years, but it would be worth it, if I obtained the results. I was after the people's dollar.

A strong form letter was prepared as the first step, this letter to be sent out to the editors of the country newspapers. From advertising agencies and from various other sources I compiled a list of something like 18,000 newspapers, all of which were published in small towns. I was already fixed with the big daily newspapers. The only trouble was I couldn't somehow or another fix it with the country newspaper.

The letter read something like this: To the Editor: Dear Sir—You are publishing a newspaper for business reasons—not for your health.

You find it difficult to obtain adequate support for the merchants in your town. They do not appreciate the value of your newspaper as an advertising medium. We know that you are printing a live newspaper in your community and that you are entitled to more support than you are receiving.

The postal laws, under which you enjoy the privilege of second class postage for mailing your newspaper, require you to accept all legitimate advertising offered at your rates.

Enclosed please find a contract for advertising to the amount of \$100.00. Please sign it and return to us and we will forward the appropriate advertisements to be run together with instructions.

In giving you this business it is but natural that we shall expect you to run, each week, the reading notices and editorials sent herewith.

Very truly yours, BLANK ADVERTISING AGENCY.

Yes, it was a great scheme. I expected to swamp the country with sugared editorials and splendid notices about the mail order business, cheerfully anticipated that I would put the country merchants out of business. I even went so far as to figure out a plan for taking advantage of the conditions of business depression that would inevitably follow such a sweeping fall in values and considered the organization of some sort of a land trust to buy up the richest farms and most desirable town property in the communities where the policy would work out the quickest. I was becoming a multi-millionaire without delay.

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New silk gloves for wear with long-sleeved coats and frocks have tiny frills in contrasting color at the top, the little frill running down the wrist, which fastens with snaps. White gloves have navy blue or black frills on the wrists, and navy blue gloves have white frills on the wrists. The frills on these new gloves are made of the woven silk fabric of the glove plaited in the tiniest of side plaits.

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